

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Schebler Co

Iowa Center for Industrial Research and Service

#### Cooling Tunnel Enhances Profits at Schebler Company

##### Client Profile:

The Schebler Company, founded in 1895, is located in Bettendorf, Iowa. The company specializes in the production of stainless steel and sheet metal fabrications for various industries, including food preparation and heat management systems. They presently employ 200 people.

##### Situation:

The Schebler Company introduced a new high-heat cooling tunnel to rapidly cool baked products, such as cookies, snack bars, and candies. While the new product was functioning as designed, factual analysis data was needed to confirm and document its success. The company contacted the Iowa Center for Industrial Research and Service (CIRAS), a NIST MEP network affiliate, for assistance.

##### Solution:

CIRAS engineers developed a variety of computer models to estimate the conduction, convection, evaporation, and radiation of heat from the baked product. This gave Schebler designers better information on how heat was removed from the product and what parts of the tunnel could be modified to improve the efficiency of the heat transfer. The computer code that was developed is now being used as a design tool in the development of new products. Schebler has since hired an engineering graduate from the University of Iowa to work full time at the company on analysis and design of their cooling tunnels. The company continues to develop new tunnel designs and has maintained a partnership with CIRAS engineers so that Schebler's design capabilities can continue to be enhanced.

##### Results:

- \* Retained sales of \$2.5 million.
- \* Anticipate additional sales of \$3 million per year.
- \* Invested \$50,000 in new equipment.
- \* Anticipate hiring 6 new employees.

##### Testimonial:

" We have retained sales of \$2.5 million and have the potential to gain \$3 million per year in additional sales because of the assistance received from ISU Extension and the College of Engineering. The company has also invested \$50,000 in new equipment and anticipates adding at least six employees at their Bettendorf plant.

Gerry McClure, CEO